

# SKIN INC<sup>®</sup>

THE COMPLETE BUSINESS GUIDE FOR SPA PROFESSIONALS

MARCH 2006

# BUYERS

GUIDE

supplier information • products guide • yearlong planning tips • associations listing  
continuing education schools listing • state licensing information • web resource

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# How to Use the *Buyer's Guide*

The all-new *Skin Inc. Buyer's Guide* features five editorial columns covering top trends for 2006.

The year 2006 marks a decade that *Skin Inc.* magazine has published this annual reference guide to spa products, equipment and services. This year, we've given our directory issue a dramatic makeover, adding new features, special sections and better guides to help you succeed in your business.

The all-new *Skin Inc. Buyer's Guide* features five editorial columns covering top trends for 2006, financial tips, business planning, marketing and tradeshows to help you year-round. Other useful reference sections include: Licensing Information, Products Guide, Supplier Information, Geographic Listing, Associations Listing and Continuing Education Schools Listing.

## Licensing Information

It's important to maintain your professional licenses, no matter where you live. If you are planning to move or just want to ensure that you are meeting your state's regulatory standards, the *Buyer's Guide* contains an up-to-date listing of all 50 states' licensing requirements for cosmetology, esthetics and nail technicians, as well as information regarding continuing education and reciprocity in its **Licensing Information** section. Of course, due to the ever-changing landscape of licensing in the United States, we always encourage you to contact your state's board for the most current information—this contact data is included, as well.

## Products Guide

The **Products Guide** is an overview of the products offered by companies included in this issue. Use the grid format to scan a supplier's offerings or to find companies that specialize

in various types of products, such as laser equipment. Contact information for a particular company can be located in the **Supplier Information** section of this issue. **Products Guide** categories include:

- *Accessories*
- *Anti-aging Products*
- *Body Products*
- *Business Tools*
- *Children's Products*
- *Cosmetic Products*
- *Educational Tools*
- *Equipment*
- *Facial Products*
- *Hair Removal*
- *Industry Resources*
- *Manicure & Pedicure Products*
- *Men's Products*
- *Nutrition & Weight Management*
- *Product Packaging Materials*
- *Sun Products*

## Supplier Information

This section contains alphabetical information about each company, including its name, address, telephone numbers—regular and toll-free—fax number, and e-mail and Web site addresses. Using an information key, you'll be able to determine if the company is a manufacturer or distributor; whether minimum orders are required; if samples are available; if the company offers professional or retail sizes; if private labeling, marketing materials and product education are available; and, in the case of a company being a manufacturer, a listing of its brand names.

## Geographic Listing

Searching for companies in your area is no longer a hassle. This easy-to-use guide arranges businesses by country and state so that you can work with local organizations. Contact information for a particular business is located in the **Supplier Information** section of this issue.

## Associations and Continuing Education Schools Listings

New this year are two special listing sections featuring associations and continuing education schools in the industry. The **Associations Listing** provides an alphabetical index of associations in various areas of interest to the spa profession, including esthetics, cosmetology, massage, permanent makeup, cosmetic surgery and holistic medicine/body wellness/yoga, as well as regulation and accreditation organizations.

The **Continuing Education Schools Listing** is a state-by-state list of various schools that offer continuing education classes to the professional skin care industry to help you advance your knowledge and fulfill your licensing renewal hours.

## Skin Inc. Buyer's Guide Online

In this ever-growing and changing industry, it is important to have a resource that is current and available at your fingertips. This year, we are proud to introduce the *Skin Inc. Buyer's Guide Online*. Register on this site to use our interactive search function and continually updated database. Log on at [www.SkinInc.com/BuyersGuide](http://www.SkinInc.com/BuyersGuide).

Do you have suggestions on how to make our guide better? Fill out our survey on page 179 or at [www.SkinInc.com](http://www.SkinInc.com), or contact [skinincdirectory@allured.com](mailto:skinincdirectory@allured.com). ✂



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